



# A future-oriented, agile storage infrastructure for Manor.

Happy customers are key; a superior shopping experience the gold standard. That's why Manor strives to create a welcoming atmosphere in its department stores, with knowledgeable and cordial personnel, and smooth processes to boot. Switzerland's largest and most successful department store chain accepts no compromise. Not when it comes to service and not when it comes to IT. The company has a keen eye on the future and an avid interest in innovative technologies. It was hence a very fortunate coincidence when HP launched an all new storage generation just as Manor was in the market for a new system.

**Task.** Manor has two high-availability data centres located at two sites in Basel and housing some 180 virtual servers running a multitude of applications. An Open VMS dual-site cluster holds some 70 Oracle databases including enterprise resource planning. Around 80% of the company's Linux and 65% of its Windows servers have been virtualised with VMware, while client computers are integrated via a Citrix farm. Each data centre is set up with self-contained as well as cross-site redundancy. Security and availability are very high up on the agenda.

System downtime would affect all operations from administration to logistics to the point of sale—with grave consequences to the company's finances. Manor therefore expected a lot from its future storage system. The new high-end solution would have to meet demanding performance needs, be flexible and scalable, and employ cutting-edge technology the company can rely on for years to come.

"With its 70 stores throughout Switzerland, Manor offers a wide range of high-quality yet affordable products. To ensure that the entire range is available in store, seamless logistics are essential and this is linked to having an IT infrastructure that work perfectly.

"We have relied on HP storage solutions for years. With HP 3PAR, we are now able to leverage state-of-the-art technology from a manufacturer we trust. Naturally, there was a learning curve as we stepped into uncharted territory for us. But the support we got from Bechtle Regensdorf and HP throughout testing and implementation was exceptional."

**Olaf Leonhardt**

OpenVMS / SAN-Management, Manor

When we were planning to renew our existing storage solution, we were looking for a modern, extremely high-performing and highly available system which was also future-proof. We've successfully implemented HP products in many projects over the years in collaboration with Bechtle Regensburg, which is why we included the new HP 3PAR Storage system family in our testing, and it didn't let us down. Since we introduced HP 3PAR, we and our users benefit from fast, seamlessly working and extremely fast systems that are very easy to operate". Olaf Leonhardt, Manor.

**Solution.** HP 3PAR ticks all the boxes: Delivering I/O performance up to 220,000 IOPS, it supports mixed storage media including SATA, Fibre Channel and SSD disks, automatically balances server workloads with Thin Provisioning and threshold-based policies, and dramatically simplifies administration and provisioning of virtualised servers. With HP 3PAR, Manor has opted to leverage some brand new technology.

During the evaluation phase, Manor's IT managers have visited the sites of various reference installations and subsequently worked with Bechtle Regensburg and HP to set up a test environment in order to gain first-hand experience and validate system virtualisations as well as application operation. Step by step Manor then adopted the setup in its production environment.

**Customer benefits.** For Manor, HP 3PAR was a logical step in developing its IT infrastructure, employing state-of-the-art technology to drive its growing business and tackle new requirements. Indeed, Manor's VMware specialists are very pleased with their new storage environment while users are thrilled by the significant boost in performance.

What's more, HP 3PAR's capability to use storage media with a variety of price points for different applications and optimally spread capacities means Manor was able to cut the price per Gigabyte used. A Mission Critical Support agreement with HP adds complete peace of mind round the clock.

"Our system is running reliably and seamlessly and we are able to work much more efficiently across the company. The systems are scalable, and so we have enough capacity to grow. Being able to test new technologies at an early stage gives us much more experience and means we can operate state-of-the-art IT—something we are very proud of!

Once again, Bechtle Regensburg and HP have proven themselves. We speak the same language, work professionally together, leverage our combined expertise and thus are able to build a team that works very well together, even if there is an issue!" Olaf Leonhardt, Manor.



**Further information:**  
[bechtle.ch](http://bechtle.ch)

## CUSTOMER PROFILE.

# MANOR

Founded in 1902, Manor operates 70 department stores throughout Switzerland, employing 11,000 staff and achieved revenues of CHF 2.98 billion in 2011. Manor customers can find everything they need, from beauty, fashion, sport and accessories to household items and food, all under one roof. Every employee embodies the company motto *donnons du style à la vie* (making life stylish).

Further information: [manor.ch](http://manor.ch)

## KEY FACTS.

### Task:

- The existing storage infrastructure needed to be renewed.
- Guarantee of the highest levels of availability
- Evaluation of a modern, future-proof solution

### Solution:

- Two HP 3PAR T-Class storage systems were split between two redundant data centres and virtualised with VMware.

### Customer benefits:

- Significant improvement in performance throughout the company
- Automatic, optimum capacity distribution
- Lower costs per every used GB of storage
- Large scalability
- Equipped to handle future demands

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